

Massachusetts Division of Insurance
Annual Report of Membership
in Small Group Health Insurance Plans ¹
as of December 31, 2003

| | COVERED LIVES HEALTH MAINTENANCE ORGANIZATIONS (WITH 2003 MEMBERSHIP ACCORDING TO 2003 ANNUAL REPORTS) | ANNUAL 2002 COVERED LIVES | ANNUAL 2003 COVERED LIVES | 2002 - 2003 CHANGE COVERED LIVES | 2002 MARKET SHARE | 2003 MARKET SHARE |
|-----------|---|--|--|---|----------------------------------|----------------------------------|
| 1 | Aetna Health Inc. | 13,849 | 5,575 | (8,274) | 1.7% | 0.7% |
| 2 | CIGNA HealthCare of Massachusetts, Inc. | 15,976 | 14,611 | (1,365) | 2.0% | 1.9% |
| 3 | ConnectiCare of Massachusetts, Inc. | 2,086 | 5,483 | 3,397 | 0.3% | 0.7% |
| 4 | Coordinated Health Partners, Inc. | 1 | 0 | (1) | 0.0% | 0.0% |
| 5 | Fallon Community Health Plan, Inc. | 34,990 | 34,274 | (716) | 4.4% | 4.5% |
| 6 | Great-West Healthcare of Massachusetts, Inc. (formerly One Health Plan) | 43 | 0 | (43) | 0.0% | 0.0% |
| 7 | Harvard Pilgrim Health Care, Inc. | 139,992 | 161,667 | 21,675 | 17.5% | 21.1% |
| 8 | Health New England, Inc. | 32,379 | 29,049 | (3,330) | 4.0% | 3.8% |
| 9 | HMO Blue | 210,813 | 214,457 | 3,644 | 26.4% | 28.0% |
| 10 | Neighborhood Health Plan, Inc. | 3,969 | 7,522 | 3,553 | 0.5% | 1.0% |
| 11 | Tufts Associated Health Maintenance Organization, Inc. | 238,518 | 182,752 | (55,766) | 29.8% | 23.9% |
| 12 | United HealthCare of New England, Inc. | 13,840 | 16,401 | 2,561 | 1.7% | 2.1% |
| | TOTALS: | 706,456 | 671,791 | (34,665) | 88.3% | 87.7% |

¹ Based on the 2003 Small Group Annual Reports currently on file with the Division.